

# **BUSINESS TO BUSINESS MANAGEMENT MODE OF INTERNET**

## **BACKGROUND OF THE INVENTION**

### **Field of the Invention**

The present invention relates to a business to business (B to B) management mode, and more particularly to a business to business (B to B) management mode of the Internet.

### **Description of the Related Prior Art**

Recently, the products in the markets have diverse kinds. Besides, some professional products are not very complex due to their features so that the professional products can be easily identified and communicated by using the customary terms. However, many products have different names at different countries with different cultures so that the same product has many different names, thereby causing inconvenience for the buyer or user to search for the product in the internet, especially for searching for the specified product.

A business to business management mode of the internet uses a searching engine to search the required product for the buyer or user.

A conventional searching engine employs the company as an unit, so as to classify the web site of the company according to the kind of industry of the company, so that the buyer or user may perform the searching action in a "full text search" manner. However, in the searching engine of the "full text search" manner, although the inquirer of the Internet may employ the key words to find the information related to the key words, the information of the manufacturer found through the inquiry is not required by the inquirer because

1 the used key words are not accurate. Even if the inquirer finds the required  
2 manufacturer, he/she has to use the mouse to click once the U.R.L. of the  
3 manufacturer to enter the web site of the manufacturer so as to search for the  
4 required product, thereby taking much time and money. In addition, the  
5 inquirer cannot compare the configurations and specifications of different  
6 manufacturers for the same product simultaneously.

7 Another conventional searching engine employs the catalog of the  
8 products of all of the sponsored manufacturers or trade merchants to build a  
9 data base that classifies each company according to the kind of industry so as  
10 to build the searching engine. However, in the conventional searching engine  
11 of the self built data base, although the conventional searching engine collects  
12 the information of the manufacturers to build the data base according to the  
13 kind of industry of each company, the information is still not accurate enough  
14 because the manufacturers often provide products of different and diverse  
15 kinds of industry or provide products of different features, so that the results  
16 after searching are not very accurate. In addition, the inquirer cannot compare  
17 the configurations and specifications of different manufacturers for the same  
18 product simultaneously.

## 19 SUMMARY OF THE INVENTION

20 The present invention has arisen to mitigate and/or obviate the  
21 disadvantage of the conventional searching engine of a business to business  
22 management mode of the Internet.

23 The primary of the present invention is to provide a business to  
24 business management mode of the Internet which can be used to respectively

1 classify the products in the market according to the functional feature, the  
2 configuration feature, and the material feature of the products, for building a  
3 set of classified table of products so as to establish a searching engine of a new  
4 type, thereby facilitating the buyer or user finding the information related to  
5 the specified product provided by the manufacturers all over the world. The  
6 information related to the specified product includes images, characters etc.  
7 When the product is chosen, the buyer or user can connect the manufacturer  
8 immediately so as to inquire the price of the product or proceed other action of  
9 trade.

10 Accordingly, the searching engine of the present invention adopts  
11 multiple icons that are classified respectively, and forms items that are shown  
12 layer by layer, so that the buyer or user may use the icons to find items of a  
13 large scope or find specified items, thereby further finding the manufacturers  
14 related to the products of the same item.

15 Further benefits and advantages of the present invention will become  
16 apparent after a careful reading of the detailed description with appropriate  
17 reference to the accompanying drawings.

## 18 **BRIEF DESCRIPTION OF THE DRAWINGS**

19 Fig. 1 is a schematic view of a business to business management  
20 mode of the Internet in accordance with a first embodiment of the present  
21 invention;

22 Fig. 2 is a schematic view of a large picture of the business to  
23 business management mode of the Internet as shown in Fig. 1;

1 Fig. 3 is a schematic view of an icon of the large picture of the  
2 business to business management mode of the Internet as shown in Fig. 2;

3 Fig. 4 is an enlarged view of the icon of the large picture of the  
4 business to business management mode of the Internet as shown in Fig. 3;

5 Fig. 5 is a schematic view of a large picture of the business to  
6 business management mode of the Internet as shown in Fig. 1;

7 Fig. 6 is a schematic view of a large picture of the business to  
8 business management mode of the Internet as shown in Fig. 1;

9 Fig. 7 is a schematic view of a large picture of the business to  
10 business management mode of the Internet as shown in Fig. 1;

11 Fig. 8 is a schematic view of an icon of the large picture of the  
12 business to business management mode of the Internet as shown in Fig. 7;

13 Fig. 9 is an enlarged view of the icon of the large picture of the  
14 business to business management mode of the Internet as shown in Fig. 8;

15 Fig. 10 is a schematic view of a dialog window of the business to  
16 business management mode of the Internet; and

17 Fig. 11 is a schematic view of a business to business management  
18 mode of the Internet in accordance with a second embodiment of the present  
19 invention.

## 20 DETAILED DESCRIPTION OF THE INVENTION

21 Referring to the drawings and initially to Figs. 1-10, a business to  
22 business (B to B) management mode of the Internet in accordance with a first  
23 embodiment of the present invention is used to respectively classify products  
24 according to the functional feature, the configuration feature, and the material

1 feature of the products, for establishing a set of classified table of products.  
2 The classified table of the present invention comprises five layers, thereby  
3 facilitating the user to manage and inquire the products.

4 A plurality of small schematic diagrams (icons) of a first layer placed  
5 in a large picture are shown in the monitor of the computer, so that the user can  
6 move the mouse to point to the icon of the first layer, and click the icon of the  
7 first layer once to search for all of the related products provided by all of the  
8 sponsored manufacturers located in the icon of the first layer, or the user can  
9 move the mouse to respectively point to each layer to enter and find the icon of  
10 a smaller scope, and click the icon of the smaller scope once to search for all of  
11 the related products provided by all of the sponsored manufacturers located in  
12 the smaller scope, or the user can move the mouse to respectively point to each  
13 layer to enter the icon of the last layer, and click the icon of the last layer once  
14 to search for all of the related products provided by all of the sponsored  
15 manufacturers located in the last layer.

16 In the pictures, every six icons are grouped into one page whereby  
17 multiple pages each including six icons are shown in the monitor of the  
18 computer, so that the user can inspect the products page by page. When the  
19 user is interested in one of the products, he/she can use the mouse to click once  
20 the icon representing the required product, or click once the product number  
21 located above the icon, or click once the briefly descriptive character located  
22 under the icon, so as to enter the next page of the chosen item, wherein the next  
23 page not only shows the product number, the icon, and the briefly descriptive  
24 character of the previous page, but also shows the feature, the specification, the

1 inquiry form, and other illustrations etc. The next page also includes the item  
2 of "More Information: 1, 2,...,20", which provides twenty kinds of choice to  
3 the user.

4 The user may use the mouse to click once the item of "Inquiry Form",  
5 which will show a dialog window, so that the user can fill the data listed in the  
6 dialog window. When the user finishes filling the data listed in the dialog  
7 window, he/she can use the mouse to click once the item of "Submit", thereby  
8 sending the filled data through the server (or servo) of the computer to the  
9 manufacturer.

10 When the user wishes to inspect more information provided by the  
11 manufacturer, he/she can use the mouse to click once the item of "More  
12 Information: 1, 2,...,20", whereby the computer will show the more detailed  
13 information of the chosen item.

14 Accordingly, the user can in turn use the small icons located in the  
15 large picture so as to inquire and inspect the products layer by layer.

16 In practice, referring to Fig. 1, if the inquirer is interested in the  
17 shower 12 of the bathroom 11 in the house 10, and particularly, if the inquirer  
18 is interested in the faucet with shower together, he may use the mouse to click  
19 the diagram 14 once to enter the large picture 20 as shown in Fig. 2.

20 The inquirer may then use the mouse to click once the icon 21  
21 representing the required faucet with shower together, or click once the  
22 product number 22 located above the icon 21, or click once the briefly  
23 descriptive character 24 located under the icon 21, so as to enter the next page  
24 of the chosen item as shown in Fig. 3, wherein the page as shown in Fig. 3 not

1 only shows the product number 22, the icon 21, and the briefly descriptive  
2 character 24 of the previous page, but also shows the "Inquiry Form", and  
3 other illustrations etc. The page as shown in Fig. 3 also includes the item of  
4 "More Information: 1, 2,...,20", which provides twenty kinds of choice to the  
5 user. The page as shown in Fig. 3 also includes the item 28 of "Bath shower  
6 mixer" which substantially indicates the feature and the specification supplied  
7 by the manufacturer to be edited and arranged in this page according to the  
8 contents supplied by the manufacturer.

9 The user may use the mouse to click once the item of "Inquiry Form",  
10 which will show a dialog window as shown in Fig. 10, so that the user can fill  
11 the data listed in the dialog window. When the user finishes filling the data  
12 listed in the dialog window as shown in Fig. 10, he/she can use the mouse to  
13 click once the item of "Submit", thereby sending the filled data through the  
14 server (or servo) of the computer to the manufacturer.

15 When the user wishes to inspect more information provided by the  
16 manufacturer, he/she can use the mouse to click once the item of "More  
17 Information: 1, 2,...,20", whereby the computer will show the more detailed  
18 information of the chosen item as shown in Fig. 4.

19 Again referring to Fig. 2, the inquirer may use the mouse to click  
20 once the item 26 of "Next" to enter the large picture 30 as shown in Fig. 5.

21 Similarly, the inquirer may use the mouse to click once the item 36 of  
22 "Next" as shown in Fig. 5 to enter the large picture 40 as shown in Fig. 6.

1 Again referring to Fig. 1, if the inquirer is interested in the faucet  
2 with shower separated, he may use the mouse to click the diagram 16 once to  
3 enter the large picture 50 as shown in Fig. 7.

4 The inquirer may then use the mouse to click once the icon 51  
5 representing the required faucet with shower separated, or click once the  
6 product number 52 located above the icon 51, or click once the briefly  
7 descriptive character 54 located under the icon 51, so as to enter the next page  
8 of the chosen item as shown in Fig. 8, wherein the next page not only shows the  
9 product number 52, the icon 51, and the briefly descriptive character 54 of the  
10 previous page, but also shows the feature, the specification, the "Inquiry  
11 Form", and other illustrations etc. The next page as shown in Fig. 8 also  
12 includes the item of "More Information: 1, 2,...,20", which provides twenty  
13 kinds of choice to the user.

14 When the user wishes to inspect more information provided by the  
15 manufacturer, he/she can use the mouse to click once the item of "More  
16 Information: 1, 2,...,20", whereby the computer will show the more detailed  
17 information of the chosen item as shown in Fig. 9.

18 Accordingly, the business to business management mode of the  
19 Internet according to the present invention is used to respectively classify the  
20 products in the market according to the functional feature, the configuration  
21 feature, and the material feature of the products, for building a set of classified  
22 table of products so as to establish a searching engine of a new type, thereby  
23 facilitating the buyer or user finding the information related to the specified  
24 product provided by the manufacturers all over the world. The information



1 related to the specified product includes images, characters etc. When the  
2 product is chosen, the buyer or user can connect the manufacturer immediately  
3 so as to inquire the price of the product or proceed other action of trade.

4 The searching engine of the present invention adopts multiple icons  
5 that are classified, and forms items that are shown layer by layer, so that the  
6 buyer or user may use the icons to find items of a large scope or find specified  
7 items, thereby further finding the manufacturers related to the products of the  
8 same item.

9 Referring to Fig. 11, in accordance with a second embodiment of the  
10 present invention, a plurality of characters that describes different kinds of  
11 products are used to respectively replace the items of the icons illustrated in the  
12 first embodiment, so that the characters that describes different kinds of  
13 products can be adapted to form a tree diagram, so that the user can inquire and  
14 inspect the products layer by layer.

15 For example, if the inquirer is interested in the faucet with shower 62  
16 of the bathroom 61 in the house, and particularly, if the inquirer is interested in  
17 the faucet with shower together, he may use the mouse to click the diagram 64  
18 once to enter the large picture 20 as shown in Fig. 2. Alternatively, if the  
19 inquirer is interested in the faucet with shower separated, he may use the  
20 mouse to click the diagram 66 once to enter the large picture 50 as shown in  
21 Fig. 7. The searching manner of the second embodiment is similar to that of the  
22 first embodiment, and will not further described in detail.

23 On the other hand, the web site of the present invention has to spend  
24 a great deal of money every year to update the related data for supplying the

1 best service. Therefore, for maintaining the service quality, the web site of the  
2 present invention takes the catalog of the products as advertisement to charge  
3 fees to the manufacturers.

4 The charging method comprises the steps of: displaying a single  
5 product or a set of products of a classification table of a web site in a main  
6 diagram; and charging advertisement fees to manufacturers every month by  
7 using each of the main diagrams as an unit without calculating twenty sub-  
8 diagrams and specifications of characters.

9 On the other hand, the web site of the present invention has to display  
10 all of the products for allowing the inquirers to search, including older products  
11 and newer products. However, some inquirers only needs to search the newest  
12 products. Therefore, the web site of the present invention provides a method  
13 for distinguishing the inquirers with different requirements. The method  
14 comprises the steps of: any person watching all of the products of a web site  
15 freely; persons paying money every month to become the members of a web  
16 site; and each of the members of the web site possessing a password to enter  
17 the "Very Important Person" (V.I.P.) room of the web site to inquire the newest  
18 products of certain industry. In such a manner, all of the inquirers can watch all  
19 of the products without having to pay money, and some of the inquirers can  
20 watch the newest products by paying money.

21 It should be clear to those skilled in the art that further embodiments  
22 may be made without departing from the scope of the present invention.